



R (46)

M

November 28, 1995

Sent via E-Mail

To: Roger Farmer
Re: Klein Candy Company

Dear Roger,

I am sure you are aware of the Private Stock rebates and "other incentives" that Klein Candy Company is offering retailers. These are being offered if the retailer buys from Klein "exclusively". Additionally, Klein does not stock an RJR private label brand.

Since a majority of independent retailers in the old Reading, PA division are being serviced by Klein, and many of these are merchandising partners, we can only offer them .10¢ per carton full price accrual dollars.

Additionally, if our S/R's "require" the retailer to carry one of our brands in that price tier, as stated in the 96' merchandising contract, then technically we would not have a merchandising contract for the store.

My point is if you have assignments that are also being affected, as well as the Philly and New York Regions, is there a plan we could develop to make this right?

I would like this to be a topic of discussion at our December meeting. I am copying the rest, so it can be included.

Thanks, Roger.

Sincerely,

Peter

Cc: D. Wilmesher, J. Loftin, D. Fitzgerald, M. Young

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